

US Army Corps of Engineers  
North Atlantic Division - Regional Business Center

7<sup>th</sup> Annual

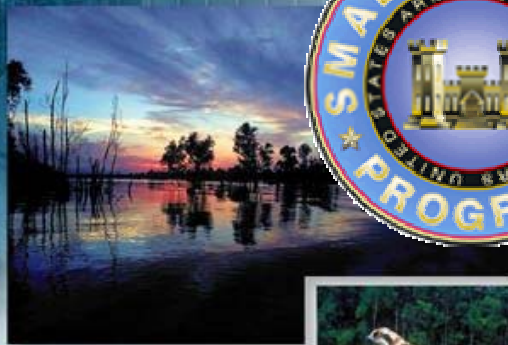
2005 Small Business Training Conference & Fair  
Begins @ 8:00 AM each day

Registration 7:30

17-18 March 2005 – Baltimore, Maryland



DIVISION & DISTRICT COMM AND STAFF \* CONTRACTING



US Army Corps  
of Engineers®



PROFESSIONALS \* PROGRAM MANAGERS \*

SMALL BUSINESS SPECIALISTS \* SBA REPRESENTATIVES

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**SECURE**  
**On Line Registration**

**Registration Fees**  
**\$75.00**

**Registration ends**  
**COB 07 March 05**

**Cancellation Policy**  
**Cancel on line up**  
**to 28 February 2005,**  
**after that date no**  
**cancellations or**  
**refunds are possible.**

**All Participants**  
**Must Register & Pay**  
**On-Line @**

- **About the Meeting**

This conference is open to all small businesses who are interested in working with the ***North Atlantic Division-Regional Business Center, its districts and major prime contractors, on interesting unique Civil and Military construction projects.*** Representatives from North Atlantic Division, Baltimore District, Norfolk District, Philadelphia District, New York District, New England District and Small Business Administration will be participating at this year's event. The conference will provide informative training to educate small business professionals like yourself on how to increase your opportunities within the US Army Corps of Engineers North Atlantic Division Regional Business Center. Also, representatives from the Small Business Administration, Veterans Affairs, US Coast Guard and Homeland Security will be participating.

- **Light Breakfast, Lunch and Breaks**

Your registration fee includes a light breakfast, all breaks and 2 seated lunches. Lunch is considered a working lunch with guest speakers providing new SBA/DOD program topics.

- **Government Employees**

Local Government Personnel - This event is considered training and is fully reimbursable by using your government travel card. If you do not have a government travel credit card you may use your personal credit card or your office's IMPAC credit card for payment.

Personnel on TDY - Meals and light refreshments are provided as part of registration you may not be compensated for those meals when submitting travel vouchers.

- **Cancellation Policy**

- Hotel booking - See Hotel Policies
- Small Business Training Conference-
  - You may cancel on-line up to 28 Feb 05 without penalty.
  - After 28 Feb 05 no refunds are possible.
- In the event of inclement weather the conference will take place.
- Registration period ends COB 7 March 05.

[http://www.nab.usace.army.mil/SBA\\_March05/index.html](http://www.nab.usace.army.mil/SBA_March05/index.html)



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## Agenda

The conference provides 2 full days of informative learning opportunities spanning the breadth of the Corp's Small Business Program. It will include on the first day a general session that will be filled with guest speakers from a variety of organizations to include the Corps of Engineers, US Small Business Administration, other federal agencies, and successful businesses. The general sessions will provide the latest information on legislation, policy, and Corps initiatives associated with the small business program. The 2<sup>nd</sup> day will include time for face-to-face networking at our Small Business Fair. This Fair will give you the opportunity to strengthen relationships with both the Corps of Engineers but also selected large prime contractors currently conducting business with the North Atlantic Division- RBC.

### Special Guest Speaker Topics

General Session:

- Department of Army, Office of Small & Disadvantaged Business
- Small Business Efforts
- The Veteran's Corporation
- SBA Women Owned Small Business
- Top 10 Tips for Small Businesses
- Supporting Iraq
- DA Historically Black Colleges & University Topics

### Special Lunch Topics to Select From:

1<sup>st</sup> Day

- Small Business Prime Sub-Contracting Reporting
- Service Disabled Vet Owned Small Business/ Public Law and Exec Order
- Homeland Security

2<sup>nd</sup> Day

- New Small Business Initiatives by SBA
- Small Business Prime Subcontracting Reporting
- Successful Women Owned Businesses & How to work w/ North Atlantic Division

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## Prime Contractors

Prime Contractors in good standing and currently conducting business with the Regional Business Center are invited to attend this Small Business Conference. We ask that Prime Contractors attend both days events.

For a \$25.00 additional fee interested Prime Contractors are invited to participate at our Small Business Fair on the 2nd day. Your participation will help you continue the networking process with Small Businesses within the North Atlantic Region.

Space Available for the Small Business Fair is limited. Your fee will purchase rental of a 2X8 foot skirted table. There will be no electricity supplied to the tables. Prime contractors may sign up for a table as part of the registration process. Graphic backdrops to your table may be used, but must not interfere with other participants. Prime Contractors will set up for the Fair at the end of the first days events.

One table per prime contractor is permitted. There are limited tables for purchase.



## Holding down Costs

To hold the line on registration fees please bring writing materials with you to the Conference. Presentations will be placed online after the event.

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- **LOCATION – The *Belvedere***

The conference will take place at the historic “Belvedere” which is located in the heart of Baltimore’s Mount Vernon-Cultural District at Charles and Chase Streets.

1 East Chase St. Baltimore, MD 21201

**Ample street and garage parking is available**

**See Map of Area.**

- **From Inner Harbor to Parking Garage**

Follow Charles Street up about 20 blocks to the corner of Chase and Charles.

Garage is on the right

- **From The East/West and Airport**

I-695 (Towson) to (I-83 South)

Follow I-83 South to St. Paul Street Exit

Take St. Paul Street to Read Street (5th Right)

Make a right onto Read Street and a right onto Charles Street

Garage is Located on the right – Off of Charles Street

- **From the South**

I-95 North/South to Downtown – Exit 53 (Inner Harbor)

Follow signs to the Inner Harbor (Camden Yards will be on your left)

At end of Expressway turn right onto Conway

At 2nd light turn left onto Charles Street

Follow Charles about 20 blocks to Chase Street

Turn right onto Chase Street

- **From Annapolis**

Route 50 towards Baltimore

Follow 97 North to 695 towards Towson

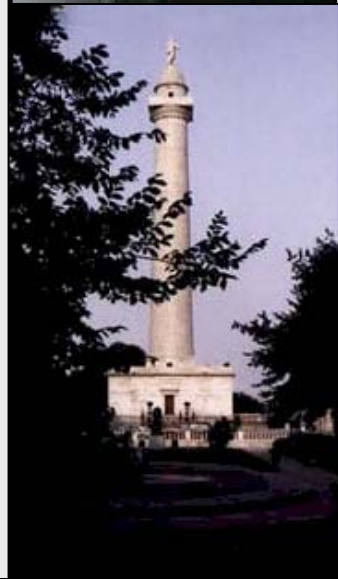
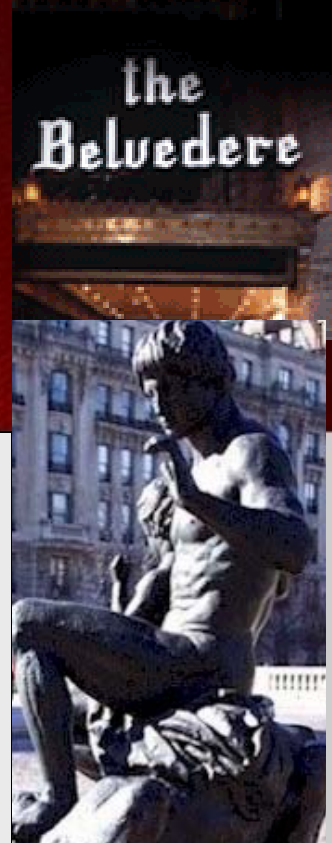
Follow 695 to 295 towards Baltimore (295 will turn into Conway)

Make a right onto Pratt Street

Make a left onto Charles Street

Follow Charles Street up about 20 blocks to the corner of Chase and Charles

- For directions to your hotel, please see the links at your hotel web site.





# US Army Corps of Engineers

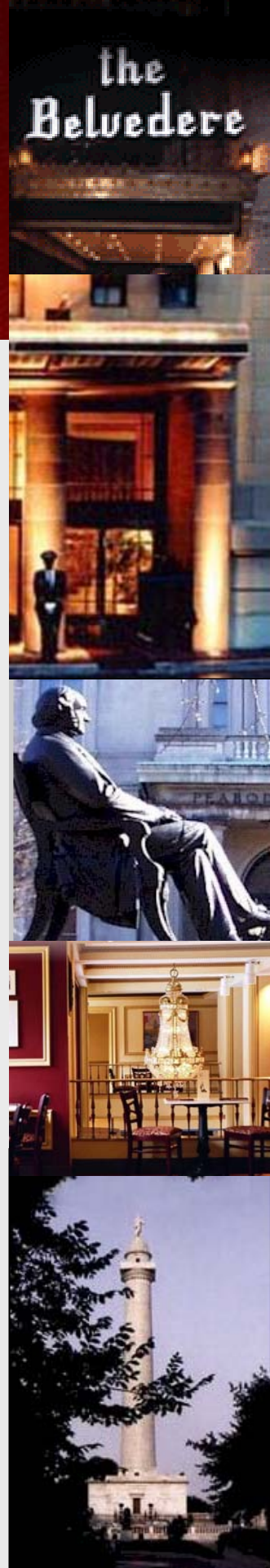
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#### Hotels

2- Hotels are recommended for this event. Both hotels have recently been renovated, both honoring Government Rates- \$133.00 per night plus appropriate taxes for all participants..

**Peabody Court Hotel-(50 rooms)** 1 mile from the Baltimore Inner Harbor and 4 blocks from the Belvedere, the hotel is located in the heart of Mount Vernon at the Washington Monument- 612 Cathedral Street, Baltimore, MD 21201(410) 727-7101

*For Reservations: 1-800-292-5500 use code (Small Business Conference) when making your reservations. Last day for guaranteed booking 16 Feb 04*

<http://www.peabodycourt.snbhotels.com/>

**Tremont Plaza Hotel-(150 rooms)** 4 blocks from the Baltimore Inner Harbor and 10 blocks to the Belvedere, the hotel is located in the heart of the business district. 222 Saint Paul Street Baltimore, Maryland 21202. *For Reservations: 1-(410)-727-2222 or (800) TREMONT.*

*use code (Corps of Engineers Small Business Conference) when making your reservations. Last day for guaranteed booking 1 Mar 04.*

<http://www.tremontsuitehotels.com/>

#### TRANSPORTATION

**AMTRAK** (Penn Station) .5 miles 1-800-872-7245

**BWI AIRPORT-** <http://www.bwiairport.com/>

**GROUND TRANSPORTATION FROM AIRPORT-**

[http://www.bwiairport.com/ground\\_transportation/supershuttle](http://www.bwiairport.com/ground_transportation/supershuttle)

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**LIMITED SHUTTLE SERVICE FROM THE TREMONT & PEABODY  
HOTELS TO THE BELVEDERE WILL BE AVAILABLE**

**request when registering on-line**

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For questions or additional Information, contact us at:  
(410)-962-2583 or

e-mail [Mark.S.Schaub@nab02.usace.army.mil](mailto:Mark.S.Schaub@nab02.usace.army.mil)

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### You Will Not Get Lost

#### Simple Rules to Follow

The Corner of Baltimore Street and Charles Street is the heart of the city

See Map for Yellow Star

Charles Street is North South

Baltimore Street is East West

The Belvedere

The Tremont

And the Peabody are all located

One block off of Charles Street

The Inner Harbor is located 2 blocks off of Charles Street

The Washington Monument sits on a hill. If you are at the Harbor you will be looking up hill and will see the monument.

The face of George Washington looks South towards the harbor.

The Belvedere is located 4 blocks north of the Washington Monument.

The Peabody Hotel is located one block west of the Washington Monument (See Picture)

The Tremont is located one block East of Charles Street approx 6 blocks South of the monument (left @ Saratoga Street)

If you are staying in a hotel and you want to explore the city Charles Street is very safe but as with any large city... Please go in a group for safety.

Enjoy your stay.



Penn Station

The Belvedere

I-83 North & South

Peabody Court Hotel

The Tremont Plaza



**LEGEND**

- Hospital
- Parking Garage
- Parking Lot

To BWI Airport I-95 North & South

Baltimore